



WVEC  
613 Woodis Ave.  
Norfolk, VA 23510

Smart Media Group  
814 King Street  
Suite 400  
Alexandria, VA 22314

**Contract #** 840899  
**Schedule Dates** 10/09/12-10/15/12  
**Advertiser** George Allen For Senate (21729)  
**Agency/T-Code** Smart Media Group (7611)/788239874  
**Product** Political - US Senate (1176)  
**Brand** REPUBLICAN (168806)  
**Salesperson** Blair, Cheryl (2205)  
**Sales Office** TeleRep - Philadelphia  
**Buyer Name** BROOKS, MICHELE  
**Phone/Fax** (804) 726-2012 /  
**CPE** ALLNS/ORDR/C09C15  
**Account Types** National/Political - Agency  
**Billing Type** Weekly/Irregular  
**Comments** ALLEN 10/09  
\*\*\*\*\* THIS IS A CASH IN ADVANCE SCHEDULE \*\*\*\*\*

**Date Entered** 07/05/12  
**Last Modified** 07/05/12  
**Entered By** Penne Marsh  
**CO-OP** No  
**Headline #** 06217490  
**Demo**  
**Order Type** Normal  
**Package Deal**  
**Commission %** 15.00  
**Commission** \$1,535.25  
**Net Total** \$8,699.75  
**Sales Tax**

| NORFOLK (WVEC) (WVEC) |           |                    |
|-----------------------|-----------|--------------------|
| By Broadcast Month    | Spots     | Rate               |
| Oct. 2012             | 36        | \$10,235.00        |
| <b>Grand Total:</b>   | <b>36</b> | <b>\$10,235.00</b> |

| Line | Line Type / Break Type (Ref #) | Dates             | Sec | Length | Run Times           | SPW | Mo | Tu | We | Th | Fr | Sa | Su | Spots | Rate     | Total    | Station               | Comments         | Entered |
|------|--------------------------------|-------------------|-----|--------|---------------------|-----|----|----|----|----|----|----|----|-------|----------|----------|-----------------------|------------------|---------|
| 1.0  | Normal Line / SPOT             | 10/12/12-10/12/12 | 9   | :30    | 11:35P- 12:02A (ET) |     |    |    |    |    | 1  |    |    | 1     | \$140.00 | \$140.00 | Norfolk (WVEC) (WVEC) | NIGHTLINE        | 7/5/12  |
| 2.0  | Normal Line / SPOT             | 10/12/12-10/12/12 | 9   | :30    | 12P- 12:57P (ET)    |     |    |    |    |    | 1  |    |    | 1     | \$120.00 | \$120.00 | Norfolk (WVEC) (WVEC) | NOON NEWS        | 7/5/12  |
| 3.0  | Normal Line / SPOT             | 10/12/12-10/12/12 | 6   | :30    | 5:29P- 5:58P (ET)   |     |    |    |    |    | 1  |    |    | 1     | \$340.00 | \$340.00 | Norfolk (WVEC) (WVEC) | NEWS AT 6        | 7/5/12  |
| 4.0  | Normal Line / SPOT             | 10/12/12-10/12/12 | 6   | :30    | 6P- 6:30P (ET)      |     |    |    |    |    | 1  |    |    | 1     | \$360.00 | \$360.00 | Norfolk (WVEC) (WVEC) | NEWS ROS         | 7/5/12  |
| 5.0  | Normal Line / SPOT             | 10/12/12-10/12/12 | 6   | :30    | 6:58P- 7:28P (ET)   |     |    |    |    |    | 1  |    |    | 1     | \$550.00 | \$550.00 | Norfolk (WVEC) (WVEC) | WHEEL OF FORTUNE | 7/5/12  |
| 6.0  | Normal Line / SPOT             | 10/12/12-10/12/12 | 9   | :30    | 7A- 9A (ET)         |     |    |    |    |    | 1  |    |    | 1     | \$260.00 | \$260.00 | Norfolk (WVEC) (WVEC) | GMA              | 7/5/12  |
| 7.0  | Normal Line / SPOT             | 10/12/12-10/12/12 | 6   | :30    | 7:28P- 7:57P (ET)   |     |    |    |    |    | 1  |    |    | 1     | \$550.00 | \$550.00 | Norfolk (WVEC) (WVEC) | JEOPARDY         | 7/5/12  |
| 8.0  | Normal Line / SPOT             | 10/15/12-10/15/12 | 9   | :30    | 11:35P- 12:02A (ET) |     | 1  |    |    |    |    |    |    | 1     | \$140.00 | \$140.00 | Norfolk (WVEC) (WVEC) | NIGHTLINE        | 7/5/12  |
| 9.0  | Normal Line / SPOT             | 10/15/12-10/15/12 | 9   | :30    | 12P- 12:57P (ET)    |     | 1  |    |    |    |    |    |    | 1     | \$120.00 | \$120.00 | Norfolk (WVEC) (WVEC) | NOON NEWS        | 7/5/12  |
| 10.0 | Normal Line / SPOT             | 10/15/12-10/15/12 | 6   | :30    | 5:29P- 5:58P (ET)   |     | 1  |    |    |    |    |    |    | 1     | \$340.00 | \$340.00 | Norfolk (WVEC) (WVEC) | NEWS AT 6        | 7/5/12  |
| 11.0 | Normal Line / SPOT             | 10/15/12-10/15/12 | 6   | :30    | 6P- 6:30P (ET)      |     | 1  |    |    |    |    |    |    | 1     | \$360.00 | \$360.00 | Norfolk (WVEC) (WVEC) | NEWS ROS         | 7/5/12  |
| 12.0 | Normal Line / SPOT             | 10/15/12-10/15/12 | 9   | :30    | 7A- 9A (ET)         |     | 1  |    |    |    |    |    |    | 1     | \$260.00 | \$260.00 | Norfolk (WVEC) (WVEC) | GMA              | 7/5/12  |
| 13.0 | Normal Line / SPOT             | 10/15/12-10/15/12 | 6   | :30    | 7:28P- 7:57P (ET)   |     | 1  |    |    |    |    |    |    | 1     | \$550.00 | \$550.00 | Norfolk (WVEC) (WVEC) | JEOPARDY         | 7/5/12  |
| 14.0 | Normal Line / SPOT             | 10/13/12-10/13/12 | 9   | :30    | 6P- 6:30P (ET)      |     |    |    |    |    |    | 1  |    |       | \$130.00 |          | Norfolk (WVEC) (WVEC) | NEWS AT 6 WK     | 7/5/12  |

### CONFIRMATION CONTRACT

|                             |       |                   |       |           |
|-----------------------------|-------|-------------------|-------|-----------|
| Accepted-Agency/Advertiser: | Date: | Accepted-Station: | Date: | Comments: |
|-----------------------------|-------|-------------------|-------|-----------|



WVEC  
613 Woodis Ave.  
Norfolk, VA 23510

Smart Media Group  
814 King Street  
Suite 400  
Alexandria, VA 22314

**Contract #** 840899  
**Schedule Dates** 10/09/12-10/15/12  
**Advertiser** George Allen For Senate (21729)  
**Agency/T-Code** Smart Media Group (7611)/788239874  
**Product** Political - US Senate (1176)  
**Brand** REPUBLICAN (168806)  
**Salesperson** Blair, Cheryl (2205)  
**Sales Office** TeleRep - Philadelphia  
**Buyer Name** BROOKS, MICHELE  
**Phone/Fax** (804) 726-2012 /  
**CPE** ALLNS/ORDR/C09C15  
**Account Types** National/Political - Agency  
**Billing Type** Weekly/Irregular  
**Comments** ALLEN 10/09  
\*\*\*\*\* THIS IS A CASH IN ADVANCE SCHEDULE \*\*\*\*\*

**Date Entered** 07/05/12  
**Last Modified** 07/05/12  
**Entered By** Penne Marsh  
**CO-OP** No  
**Headline #** 06217490  
**Demo**  
**Order Type** Normal  
**Package Deal**  
**Commission %** 15.00  
**Commission** \$1,535.25  
**Net Total** \$8,699.75  
**Sales Tax**

| Norfolk (WVEC) (WVEC) |           |                    |
|-----------------------|-----------|--------------------|
| By Broadcast Month    | Spots     | Rate               |
| Oct. 2012             | 36        | \$10,235.00        |
| <b>Grand Total:</b>   | <b>36</b> | <b>\$10,235.00</b> |

| Line   | Line Type / Break Type (Ref #) | Dates             | Sec | Length | Run Times           | SPW | Mo | Tu | We | Th | Fr | Sa | Su | Spots | Rate     | Total    | Station               | Comments  | Entered |
|--------|--------------------------------|-------------------|-----|--------|---------------------|-----|----|----|----|----|----|----|----|-------|----------|----------|-----------------------|---|---------|
| 14.0.1 | Preempt                        | 10/13/12          |     |        |                     |     |    |    |    |    |    |    |    |       |          |          | Norfolk (WVEC) (WVEC) | S/L-Program Change/Exception - PROGRAM CHANGE/NCAA FOOTBALL |         |
| 15.0   | Normal Line / SPOT             | 10/14/12-10/14/12 | 9   | :30    | 9:58A- 11A (ET)     |     |    |    |    |    |    |    | 1  | 1     | \$75.00  | \$75.00  | Norfolk (WVEC) (WVEC) | THIS WEEK   | 7/5/12  |
| 16.0   | Normal Line / SPOT             | 10/14/12-10/14/12 | 9   | :30    | 6P- 6:30P (ET)      |     |    |    |    |    |    |    | 1  | 1     | \$130.00 | \$130.00 | Norfolk (WVEC) (WVEC) | NEWS AT 6 WK  | 7/5/12  |
| 17.0   | Normal Line / SPOT             | 10/14/12-10/14/12 | 9   | :30    | 9P- 10P (ET)        |     |    |    |    |    |    |    | 1  | 1     | \$500.00 | \$500.00 | Norfolk (WVEC) (WVEC) | GCB   | 7/5/12  |
| 18.0   | Normal Line / SPOT             | 10/14/12-10/14/12 | 5   | :30    | 9A- 9:30A (ET)      |     |    |    |    |    |    |    | 1  | 1     | \$40.00  | \$40.00  | Norfolk (WVEC) (WVEC) | WALL ST JOURNAL   | 7/5/12  |
| 19.0   | Normal Line / SPOT             | 10/14/12-10/14/12 | 9   | :30    | 9:30A- 10A (ET)     |     |    |    |    |    |    |    | 1  | 1     | \$50.00  | \$50.00  | Norfolk (WVEC) (WVEC) | CHRIS MATHEWS   | 7/5/12  |
| 20.0   | Normal Line / SPOT             | 10/11/12-10/11/12 | 9   | :30    | 11P- 11:35P (ET)    |     |    |    | 1  |    |    |    |    | 1     | \$300.00 | \$300.00 | Norfolk (WVEC) (WVEC) | NEWS  | 7/5/12  |
| 21.0   | Normal Line / SPOT             | 10/11/12-10/11/12 | 9   | :30    | 11:35P- 12:02A (ET) |     |    |    | 1  |    |    |    |    | 1     | \$140.00 | \$140.00 | Norfolk (WVEC) (WVEC) | NIGHTLINE   | 7/5/12  |
| 22.0   | Normal Line / SPOT             | 10/11/12-10/11/12 | 9   | :30    | 12P- 12:57P (ET)    |     |    |    | 1  |    |    |    |    | 1     | \$120.00 | \$120.00 | Norfolk (WVEC) (WVEC) | NOON NEWS   | 7/5/12  |
| 23.0   | Normal Line / SPOT             | 10/11/12-10/11/12 | 6   | :30    | 5:29P- 5:58P (ET)   |     |    |    | 1  |    |    |    |    | 1     | \$340.00 | \$340.00 | Norfolk (WVEC) (WVEC) | NEWS AT 6   | 7/5/12  |
| 24.0   | Normal Line / SPOT             | 10/11/12-10/11/12 | 6   | :30    | 6P- 6:30P (ET)      |     |    |    | 1  |    |    |    |    | 1     | \$360.00 | \$360.00 | Norfolk (WVEC) (WVEC) | NEWS ROS  | 7/5/12  |
| 25.0   | Normal Line / SPOT             | 10/11/12-10/11/12 | 6   | :30    | 7:28P- 7:57P (ET)   |     |    |    | 1  |    |    |    |    | 1     | \$550.00 | \$550.00 | Norfolk (WVEC) (WVEC) | JEOPARDY  | 7/5/12  |

### CONFIRMATION CONTRACT

|                             |       |                   |       |           |
|-----------------------------|-------|-------------------|-------|-----------|
| Accepted-Agency/Advertiser: | Date: | Accepted-Station: | Date: | Comments: |
|-----------------------------|-------|-------------------|-------|-----------|



WVEC  
613 Woodis Ave.  
Norfolk, VA 23510

Smart Media Group  
814 King Street  
Suite 400  
Alexandria, VA 22314

**Contract #** 840899  
**Schedule Dates** 10/09/12-10/15/12  
**Advertiser** George Allen For Senate (21729)  
**Agency/T-Code** Smart Media Group (7611)/788239874  
**Product** Political - US Senate (1176)  
**Brand** REPUBLICAN (168806)  
**Salesperson** Blair, Cheryl (2205)  
**Sales Office** TeleRep - Philadelphia  
**Buyer Name** BROOKS, MICHELE  
**Phone/Fax** (804) 726-2012 /  
**CPE** ALLNS/ORDR/C09C15  
**Account Types** National/Political - Agency  
**Billing Type** Weekly/Irregular  
**Comments** ALLEN 10/09  
\*\*\*\*\* THIS IS A CASH IN ADVANCE SCHEDULE \*\*\*\*\*

**Date Entered** 07/05/12  
**Last Modified** 07/05/12  
**Entered By** Penne Marsh  
**CO-OP** No  
**Headline #** 06217490  
**Demo**  
**Order Type** Normal  
**Package Deal**  
**Commission %** 15.00  
**Commission** \$1,535.25  
**Net Total** \$8,699.75  
**Sales Tax**

| Norfolk (WVEC) (WVEC) |           |                    |
|-----------------------|-----------|--------------------|
| By Broadcast Month    | Spots     | Rate               |
| Oct. 2012             | 36        | \$10,235.00        |
| <b>Grand Total:</b>   | <b>36</b> | <b>\$10,235.00</b> |

| Line | Line Type / Break Type (Ref #) | Dates             | Sec | Length | Run Times           | SPW | Mo | Tu | We | Th | Fr | Sa | Su | Spots | Rate     | Total    | Station               | Comments         | Entered |
|------|--------------------------------|-------------------|-----|--------|---------------------|-----|----|----|----|----|----|----|----|-------|----------|----------|-----------------------|------------------|---------|
| 26.0 | Normal Line / SPOT             | 10/09/12-10/09/12 | 9   | :30    | 11P- 11:35P (ET)    |     |    | 1  |    |    |    |    |    | 1     | \$300.00 | \$300.00 | Norfolk (WVEC) (WVEC) | NEWS             | 7/5/12  |
| 27.0 | Normal Line / SPOT             | 10/09/12-10/09/12 | 9   | :30    | 11:35P- 12:02A (ET) |     |    | 1  |    |    |    |    |    | 1     | \$140.00 | \$140.00 | Norfolk (WVEC) (WVEC) | NIGHTLINE        | 7/5/12  |
| 28.0 | Normal Line / SPOT             | 10/09/12-10/09/12 | 9   | :30    | 12P- 12:57P (ET)    |     |    | 1  |    |    |    |    |    | 1     | \$120.00 | \$120.00 | Norfolk (WVEC) (WVEC) | NOON NEWS        | 7/5/12  |
| 29.0 | Normal Line / SPOT             | 10/09/12-10/09/12 | 6   | :30    | 6P- 6:30P (ET)      |     |    | 1  |    |    |    |    |    | 1     | \$360.00 | \$360.00 | Norfolk (WVEC) (WVEC) | NEWS ROS         | 7/5/12  |
| 30.0 | Normal Line / SPOT             | 10/09/12-10/09/12 | 6   | :30    | 7:28P- 7:57P (ET)   |     |    | 1  |    |    |    |    |    | 1     | \$550.00 | \$550.00 | Norfolk (WVEC) (WVEC) | JEOPARDY         | 7/5/12  |
| 31.0 | Normal Line / SPOT             | 10/10/12-10/10/12 | 9   | :30    | 11P- 11:35P (ET)    |     |    |    | 1  |    |    |    |    | 1     | \$300.00 | \$300.00 | Norfolk (WVEC) (WVEC) | NEWS             | 7/5/12  |
| 32.0 | Normal Line / SPOT             | 10/10/12-10/10/12 | 9   | :30    | 11:35P- 12:02A (ET) |     |    |    | 1  |    |    |    |    | 1     | \$140.00 | \$140.00 | Norfolk (WVEC) (WVEC) | NIGHTLINE        | 7/5/12  |
| 33.0 | Normal Line / SPOT             | 10/10/12-10/10/12 | 9   | :30    | 12P- 12:57P (ET)    |     |    |    | 1  |    |    |    |    | 1     | \$120.00 | \$120.00 | Norfolk (WVEC) (WVEC) | NOON NEWS        | 7/5/12  |
| 34.0 | Normal Line / SPOT             | 10/10/12-10/10/12 | 6   | :30    | 5:29P- 5:58P (ET)   |     |    |    | 1  |    |    |    |    | 1     | \$340.00 | \$340.00 | Norfolk (WVEC) (WVEC) | NEWS AT 6        | 7/5/12  |
| 35.0 | Normal Line / SPOT             | 10/10/12-10/10/12 | 6   | :30    | 6P- 6:30P (ET)      |     |    |    | 1  |    |    |    |    | 1     | \$360.00 | \$360.00 | Norfolk (WVEC) (WVEC) | NEWS ROS         | 7/5/12  |
| 36.0 | Normal Line / SPOT             | 10/10/12-10/10/12 | 6   | :30    | 6:58P- 7:28P (ET)   |     |    |    | 1  |    |    |    |    | 1     | \$550.00 | \$550.00 | Norfolk (WVEC) (WVEC) | WHEEL OF FORTUNE | 7/5/12  |
| 37.0 | Normal Line / SPOT             | 10/10/12-10/10/12 | 9   | :30    | 7A- 9A (ET)         |     |    |    | 1  |    |    |    |    | 1     | \$260.00 | \$260.00 | Norfolk (WVEC) (WVEC) | GMA              | 7/5/12  |

### CONFIRMATION CONTRACT

|                             |       |                   |       |           |
|-----------------------------|-------|-------------------|-------|-----------|
| Accepted-Agency/Advertiser: | Date: | Accepted-Station: | Date: | Comments: |
|-----------------------------|-------|-------------------|-------|-----------|

## AGREEMENT FORM FOR POLITICAL CANDIDATE ADVERTISEMENTS

(check applicable box)

☐ **FEDERAL CANDIDATE**

☒ **STATE/LOCAL CANDIDATE**

**To Avail Themselves of The Lowest Unit Charge During a Political Window, Federal Candidates Must Sign The Certification On Page 3**

|   |  |
|---|--|
| <b>Station and Location:</b><br><span style="font-size: 1.2em;">WVEC Norfolk</span> | <b>Date:</b><br><span style="font-size: 1.2em;">9/7</span> |
|---|--|

I, Smart Media Group,

being/on behalf of: George Allen, a legally

qualified candidate of the Republican political

party for the office of: US Senate

in the General

election to be held on: 11/6/2012

do hereby request station time as follows:

| Broadcast Length | Time of Day, Rotation or Package | Days | Class | Times per Week | Number of Weeks |
|------------------|----------------------------------|------|-------|----------------|-----------------|
| see attached     |                                  |      |       |                |                 |

**Total Charges:**

\$ 8,699.75

Net

#

840899

For programming that, in whole or in part, "communicates a message relating to any political matter of national importance," list the matters below:

I represent that the payment for the above described broadcast time has been furnished by:

George Allen

and you are authorized to announce the time as paid for by such person or entity.  
I represent that this person or entity is either a legally qualified candidate or an authorized committee/organization of the legally qualified candidate.

The name of the treasurer of the candidate's authorized committee is:

Gary Thomson

This station has disclosed to me its political advertising policies, including: applicable classes and rates; and discount, promotional and other sales practices (not applicable to federal candidates).

**To Be Signed By Candidate or Authorized Committee**

6/20/12

Date

Julie A. Keane  
Signature

**To Be Signed By Station Representative**

☒ Accepted

☐ Accepted in Part

☐ Rejected

Penne Marsh  
Signature

Penne Marsh  
Printed Name

NSC  
Title

